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## 191—11.6(505,522B) Topic guidelines.

11.6(1) The following course topics are examples of subjects that will qualify for approval:

- 1. Rating;
- 2. Tax laws (specifically related to insurance);
- 3. Policy contents;
- 4. Proper uses of products;
- 5. Ethics;
- 6. Risk management;
- 7. Iowa insurance laws and administrative rules;
- 8. Technical information related to the insurance license;
- 9. Errors and omissions;
- 10. Estate planning/taxation;
- 11. Wills and trusts; and
- 12. Financial planning.

11.6(2) The following course topics are examples of subjects that will not qualify for approval:

- 1. Sales;
- 2. Motivation;
- 3. Prospecting;
- 4. Psychology;
- 5. Communication skills;
- 6. Prelicense training;
- 7. Supportive office skills (e.g., typing, filing, computers);
- 8. Personnel management;
- 9. Recruiting; and
- 10. Other subjects not related to the insurance license.